



Hong Kong

HOLD (no change)

Consensus ratings*:	Buy 4	Hold 9	Sell 7
Current price:		H	HK\$3.22
Target price:		H	HK\$3.30
Previous target:		ŀ	HK\$4.70
Up/downside:			2.5%
CGS-CIMB / Consens	sus:		-13.8%
Reuters:		3	383.HK
Bloomberg:		3	383 HK
Market cap:		US\$	31,607m
		HK\$1	2,613m
Average daily turnove	r:	US	\$6.90m
		HK\$	54.03m
Current shares o/s:			3,883m
Free float:			32.9%
*Source: Bloomberg			

Key changes in this note

- > FY22F EPS cut by 4%.
- > FY23F EPS cut by 4%.
- > FY24F EPS cut by 6%.



		Source: E	Bloomberg
Price performance	1M	ЗМ	12M
Absolute (%)	-19.5	-31.1	-73.3
Relative (%)	-12.6	-11	-45.1

Major shareholders% heldChen Zhuo Lin67.1

Agile Group

Focusing on deleveraging and liquidity

- Agile does not set an official FY22F presales target but has said that it would be satisfied with sales of Rmb100bn.
- It targets to reduce interest-bearing debt by Rmb10bn in FY22F, supported by ongoing asset disposals (target: Rmb25bn in FY22F).
- Its offshore/onshore repayment or refinancing activities will last until Aug 22.
 Reiterate Hold with a lower SOP-based TP of HK\$3.3.

Management: Rmb100bn presales would be good for FY22F

We hosted a post-audited results call for Agile on 13 May. Its financial statements have been audited by PwC which issued an unqualified opinion. In 4M22, it achieved presales of Rmb25bn, down 51% yoy. Management said it has not set an official presales target for FY22F but believes sales of Rmb100bn in FY22F (backed by Rmb200bn saleable resources) would be satisfactory in the current environment. As sales briefly improved recently, management aspires to achieve Rmb45bn in presales in 1H22F. We project presales of Rmb83bn for FY22F, down 40% yoy.

On its way to cut interest-bearing debt further

Agile had c.Rmb30bn cash at end-Mar 22 based on management's estimates, consisting of 30% restricted cash (mostly locked in escrow accounts and collected from presales) and 70% unrestricted cash. It aims to cut gross interest-bearing debt by a further Rmb10bn in FY22F, partially supported by its plan to dispose of assets worth c.Rmb25bn which include both property projects and environmental protection (EP) plants. As of 12 May, c.Rmb16bn worth of assets have been secured for disposal and c.Rmb10bn sales proceeds have been collected, according to management.

Repayment/refinancing activities will last until Aug 22

Agile has two offshore syndicated loans due soon: the repayment of one syndicated loan of HK\$2.8bn will be ready in two weeks, while it is arranging to refinance or extend another loan due in Jul 22. It would also repay or refinance US\$600m senior notes due in Aug 22, after which it would have little offshore debt to repay for the rest of 2022F. Meanwhile, management disclosed at the call that it is applying for a quota to refinance Rmb1.5bn onshore public debt due in Jul 22.

Reiterate Hold with a lower TP of HK\$3.3

We cut FY22-24F EPS by 4-6% for lower overall gross profit margin (22-23%) and thus lower our SOP-based TP by 30% to HK\$3.3, consisting of HK\$2.3 for value from property development (for which we apply a 70% discount to NAV) and HK\$1.0 from its stake in A-Living (for which we apply a 60% discount to market price). We widen both discount assumptions by 10% pts to price in Agile's higher liquidity risk but reiterate a Hold rating as we see limited near-term positive catalysts until its liquidity improves. Key upside risk: higher-than-expected contracted sales. Key downside risk: failing to refinance its debts and downgrades by credit rating agencies.

Analyst(s)



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Financial Summary	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Total Net Revenues (Rmbm)	80,245	73,028	76,108	78,378	80,126
Operating EBITDA (Rmbm)	16,267	11,678	10,120	10,283	10,570
Net Profit (Rmbm)	9,475	6,712	4,989	5,141	5,319
Core EPS (Rmb)	2.16	1.66	1.28	1.32	1.37
Core EPS Growth	16.0%	(23.2%)	(22.5%)	3.1%	3.5%
FD Core P/E (x)	1.29	1.67	2.17	2.11	2.03
DPS (Rmb)	0.93	0.41	0.00	0.00	0.14
Dividend Yield	33.3%	14.7%	0.0%	0.0%	5.2%
EV/EBITDA (x)	4.33	6.73	7.66	7.14	6.63
P/FCFE (x)	2.67	NA	1.69	1.53	1.64
Net Gearing	61.0%	50.8%	45.6%	37.8%	31.6%
P/BV (x)	0.17	0.16	0.15	0.14	0.13
ROE	13.8%	9.9%	7.2%	6.9%	6.6%
% Change In Core EPS Estimates			(3.57%)	(4.21%)	(6.32%)
CGS-CIMB/Consensus EPS (x)			0.78	0.87	1.10

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



Figure 1: NAV breakdown (end-20	022F)	
	Rmb m	Rmb/share
Property development	58,406	15.0
Property investment	22,897	5.9
Gross asset value (GAV)	81,303	20.9
Less: net debt and PCS	(56,561)	(14.6)
Property NAV	24,742	6.4
Property NAV - HK\$	29,108	7.5
Attributable interest in A-Living (HK\$)	9,738	2.5
Total NAV of Agile	38,846	10.0
	SOURCES: CGS-CIMB RESEARCH ESTIM	ATES, COMPANY REPORTS

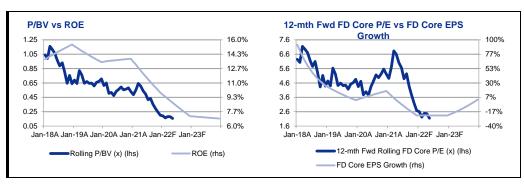
Figure 2: Sum	Figure 2: Summary of TP change										
		Old		New							
	Property	Property		Property	Property						
	development	management	Total	development	management	Total					
NAV	8.5	2.7	11.2	7.5	2.5	10.0					
Target discount	60%	50%		70%	60%						
TP	3.4	1.3	4.7	2.3	1.0	3.3					
Chg %						-30%					
SOURCES: CGS-CIMB RESEARCH ESTIMATES, COMPANY REPORTS											

Figure 3: Earnings revisions												
Rmb m		2022F			2023F			2024F				
	Old	New	% chg	Old	New	% chg	Old	New	% chg			
Core net profit	5,174	4,989	-4%	5,367	5,141	-4%	5,678	5,319	-6%			
EPS (Rmb m)	1.33	1.28	-4%	1.38	1.32	-4%	1.46	1.37	-6%			
DPS (Rmb m)	-	-	n.a.	0.14	-	-100%	0.15	0.14	-2%			
		SOURCES: CGS-CIMB RESEARCH ESTIMATES, COMPANY REPORTS										

		Share					Disc. to														
	Bloomberg	price	TP		Mkt cap	NAV/sh	NAV	Upside		P/E	(x)		ı	P/BV(x)		Yi	ield (%)		Net 0	Gearing	(%)
Company	Ticker	(HK\$)	(HK\$)	Rating	(US\$ m)	(HK\$)	(%)	(%)	2020	2021	2022F	2023F	2020	2021	2022F	2020	2021	2022F	2020	2021	2022F
COLI	688 HK	23.20	28.20	ADD	30,464	31.3	26	22	5.8	6.0	5.7	5.2	0.7	0.6	0.6	5.9	6.0	6.4	31	31	25
CR Land	1109 HK	33.80	48.20	ADD	29,114	52.3	35	43	8.6	7.8	7.1	6.6	1.0	0.9	0.8	4.3	4.7	5.2	29	24	18
China Vanke - H	2202 HK	17.70	24.10	ADD	29,869	40.2	56	36	4.2	7.1	6.2	5.8	0.8	0.8	0.7	8.2	6.3	5.6	18	30	37
China Vanke - A	000002 CH	18.67	22.50	ADD	29,879	34.2	45	21	5.1	8.7	7.6	7.0	1.0	0.9	0.9	6.7	5.2	4.6	18	30	37
CIFI	884 HK	3.11	6.00	ADD	3,259	12.1	74	93	2.7	3.1	3.3	3.2	0.6	0.5	0.5	12.6	5.8	7.7	64	63	57
Country Garden	2007 HK	4.42	7.90	ADD	12,267	14.4	69	79	2.6	3.1	3.4	3.4	0.5	0.4	0.4	11.7	8.0	4.7	56	45	44
Greentown China	3900 HK	12.80	16.20	ADD	3,946	23.7	46	27	16.8	9.4	7.6	7.0	0.9	0.8	0.7	3.2	4.2	4.4	64	52	52
Guangzhou R&F	2777 HK	2.69	3.60	HOLD	1,324	12.0	78	34	1.9	NA	8.9	6.0	0.1	0.1	0.1	41.9	4.3	0.0	130	123	93
Longfor	960 HK	36.25	49.50	ADD	26,939	55.0	34	37	9.8	8.2	7.7	7.0	1.8	1.5	1.4	4.6	5.4	5.8	46	47	45
Yuzhou Group	1628 HK	0.47	0.68	HOLD	383	2.3	79	46	3.4	10.6	5.1	3.6	0.1	0.1	0.1	69.6	10.5	0.0	86	94	90
Zhongliang	2772 HK	2.20	2.50	HOLD	967	10.0	78	14	1.8	2.3	2.2	2.1	0.6	0.6	0.5	22.0	8.1	0.0	65	35	44
Greater Bay Area (GBA) plays																				
Agile	3383 HK	3.22	4.70	HOLD	1,527	11.2	71	46	1.3	1.7	2.1	2.0	0.2	0.2	0.1	33.7	14.9	0.0	61	51	45
KWG Group	1813 HK	2.41	7.10	ADD	961	14.1	83	195	1.0	1.7	1.5	1.4	0.2	0.1	0.1	44.6	17.8	6.6	62	79	62
Logan Group	3380 HK	2.18	3.50	ADD	1,580	11.8	82	61	0.9	1.1	1.2	1.1	0.3	0.2	0.2	46.5	23.1	0.0	61	82	71
Times China	1233 HK	2.41	4.40	ADD	616	14.5	83	83	0.8	1.2	1.2	1.2	0.2	0.2	0.1	36.8	4.0	4.3	68	79	56
Small and mid-cap	average						76	57	2.9	3.5	3.5	3.0	0.3	0.3	0.3	39.3	9.8	2.5	72	70	59
Overall average							66	57	3.8	4.5	4.3	3.9	0.5	0.5	0.4	28.6	8.0	3.3	61	58	48
															Share n	ice data as	e of 13 M	av 2022: *	A-chare o	lata etate	d in Pmi



BY THE NUMBERS



Profit & Loss					
(Rmbm)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Total Net Revenues	80,245	73,028	76,108	78,378	80,126
Gross Profit	24,102	19,021	17,513	17,896	18,353
Operating EBITDA	16,267	11,678	10,120	10,283	10,570
Depreciation And Amortisation	(940)	(1,006)	(1,056)	(1,109)	(1,164)
Operating EBIT	15,327	10,672	9,064	9,174	9,406
Financial Income/(Expense)	(778)	(1,121)	(716)	(494)	(332)
Pretax Income/(Loss) from Assoc.	1,586	794	807	805	903
Non-Operating Income/(Expense)	5,750	6,569	3,556	3,684	3,224
Profit Before Tax (pre-EI)	21,884	16,914	12,711	13,169	13,201
Exceptional Items					
Pre-tax Profit	21,884	16,914	12,711	13,169	13,201
Taxation	(9,635)	(7,816)	(5,476)	(5,782)	(5,762)
Exceptional Income - post-tax					
Profit After Tax	12,249	9,098	7,235	7,387	7,439
Minority Interests	(1,691)	(1,402)	(1,262)	(1,262)	(1,136)
Pref. & Special Div	0	0	0	0	0
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax	(1,084)	(984)	(984)	(984)	(984)
Net Profit	9,475	6,712	4,989	5,141	5,319
Recurring Net Profit	8,456	6,498	4,989	5,141	5,319
Fully Diluted Recurring Net Profit	8,456	6,498	4,989	5,141	5,319

Cash Flow					
(Rmbm)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
EBITDA	16,267	11,678	10,120	10,283	10,570
Cash Flow from Invt. & Assoc.	(1,586)	(794)	(807)	(805)	(903)
Change In Working Capital	(680)	(41)	(5,091)	(5,139)	(4,877)
Straight Line Adjustment					
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense	743	1,006	1,056	1,109	1,164
Other Operating Cashflow	3,119	6,107	3,270	3,306	2,949
Net Interest (Paid)/Received	(6,078)	(5,690)	(5,226)	(4,569)	(4,118)
Tax Paid	(8,477)	(6,244)	(4,381)	(4,626)	(4,610)
Cashflow From Operations	3,307	6,021	(1,058)	(442)	175
Capex	0	0	0	0	0
Disposals Of FAs/subsidiaries	0	0	0	0	0
Disposals of Investment Properties					
Acq. Of Subsidiaries/investments	0	0	0	0	0
Other Investing Cashflow	776	(13,899)	7,477	7,529	6,438
Cash Flow From Investing	776	(13,899)	7,477	7,529	6,438
Debt Raised/(repaid)	0	0	0	0	0
Proceeds From Issue Of Shares	0	0	0	0	0
Shares Repurchased					
Dividends Paid	(4,594)	(5,168)	(1,769)	(1,946)	(2,322)
Preferred Dividends					
Other Financing Cashflow	9,035	(8,819)	(7,000)	(5,000)	(5,000)
Cash Flow From Financing	4,440	(13,988)	(8,769)	(6,946)	(7,322)

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



BY THE NUMBERS... cont'd

Balance Sheet					
Balance Sheet					
(Rmbm)	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Total Cash And Equivalents	50,865	38,420	33,328	33,469	32,760
Properties Under Development					
Total Debtors	53,226	63,078	63,078	63,078	63,078
Inventories	109,801	108,927	103,594	98,528	93,715
Total Other Current Assets	6,603	7,436	7,436	7,436	7,436
Total Current Assets	220,495	217,861	207,435	202,510	196,988
Fixed Assets	12,081	12,675	12,675	11,407	10,267
Total Investments	10,849	11,515	11,515	11,515	11,515
Intangible Assets	34,350	24,545	30,530	33,626	37,044
Total Other Non-Current Assets	35,989	49,964	43,042	37,482	33,027
Total Non-current Assets	93,270	98,699	97,762	94,031	91,853
Short-term Debt	38,569	29,580	24,580	19,580	14,580
Current Portion of Long-Term Debt					
Total Creditors	112,784	114,764	102,213	90,093	78,679
Other Current Liabilities	17,257	19,100	20,195	21,351	22,504
Total Current Liabilities	168,611	163,445	146,988	131,025	115,764
Total Long-term Debt	59,244	54,294	52,294	52,294	52,294
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities	0	0	0	0	0
Total Non-current Liabilities	59,244	54,294	52,294	52,294	52,294
Total Provisions	8,941	9,390	10,486	11,642	12,795
Total Liabilities	236,795	227,128	209,768	194,960	180,852
Shareholders' Equity	64,453	67,254	72,243	77,384	82,885
Minority Interests	12,517	22,177	23,187	24,196	25,105
Total Equity	76,970	89,431	95,430	101,580	107,990

Key Ratios					
	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Revenue Growth	33.2%	(9.0%)	4.2%	3.0%	2.2%
Operating EBITDA Growth	23.0%	(28.2%)	(13.3%)	1.6%	2.8%
Operating EBITDA Margin	20.3%	16.0%	13.3%	13.1%	13.2%
Net Cash Per Share (Rmb)	(11.99)	(11.71)	(11.22)	(9.89)	(8.79)
BVPS (Rmb)	16.45	17.32	18.61	19.93	21.35
Gross Interest Cover	2.08	1.55	1.41	1.58	1.74
Effective Tax Rate	44.0%	46.2%	43.1%	43.9%	43.6%
Net Dividend Payout Ratio	38.8%	23.9%	NA	NA	10.2%
Accounts Receivables Days	205.2	290.6	302.5	293.7	288.1
Inventory Days	698.1	739.1	661.9	609.9	569.5
Accounts Payables Days	425.6	495.6	415.3	362.1	320.0
ROIC (%)	9.84%	6.56%	5.12%	4.99%	5.03%
ROCE (%)	9.46%	6.47%	5.63%	5.67%	5.74%
Return On Average Assets	4.00%	2.84%	2.18%	2.25%	2.29%

Key Drivers					
	Dec-20A	Dec-21A	Dec-22F	Dec-23F	Dec-24F
Contracted sales (Rmb m)	138,190.0	139,010.0	83,466.1	85,653.4	86,492.2
Overall gross profit margin (%)	30.0%	26.0%	23.0%	22.8%	22.9%
SG&A expense / revenue (%)	9.5%	9.7%	9.3%	9.3%	9.3%

SOURCES: CGS-CIMB RESEARCH, COMPANY REPORTS



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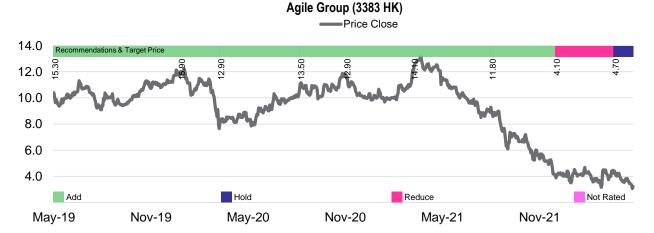
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Spitzer Chart for stock being researched (2 year data)



Corporate Governance Report of Thai Listed Companies (CGR). CG Rating by the Thai Institute of Directors Association (Thai IOD) in 2021, Anti-Corruption 2021

ADVANC - Excellent, Certified, AMATA - Excellent, Certified, ANAN - Excellent, n/a, AOT - Excellent, n/a, AP - Excellent, Certified, ASP -Excellent, n/a, AWC - Excellent, Declared, AU - Good, n/a, BAM - Very Good, Certified, BAY - Excellent, Certified, BBL - Excellent, Certified, BCH - Very Good, Certified, BCP - Excellent, Certified, BCPG - Excellent, Certified, BDMS - Excellent, n/a, BEAUTY - Good, n/a, BEM -Excellent, n/a BH - Good, n/a, BJC - Very Good, n/a, BLA - Very Good, Certified, BTS - Excellent, Certified, CBG - Very Good, n/a, CCET - n/a, n/a, CENTEL - Excellent, Certified, CHAYO - Very Good, n/a, CHG - Very Good, n/a, CK - Excellent, n/a, COM7 - Excellent, Certified, CPALL -Excellent, Certified, CPF - Excellent, Certified, CPN - Excellent, Certified, CPNREIT - n/a, n/a, CRC - Excellent, Declared, DELTA - Excellent, Certified, DDD - Excellent, n/a, DIF - n/a, n/a, DOHOME - Very Good, Declared, DREIT - n/a, n/a, DTAC - Excellent, Certified, ECL - Excellent, Certified, EGCO - Excellent, Certified, EPG - Excellent, Certified, ERW - Very Good, Certified, GFPT - Excellent, Certified, GGC - Excellent, Certified, GLOBAL - Excellent, n/a, HANA - Excellent, Certified, HMPRO - Excellent, Certified, HUMAN - Good, n/a, ICHI - Excellent, Certified, III - Excellent, Declared, INTUCH - Excellent, Certified, IRPC - Excellent, Certified, ITD - Very Good, n/a, IVL - Excellent, Certified, JASIF - n/a, n/a, JKN - n/a, Certified, JMT - Very Good, n/a, KBANK - Excellent, Certified, KCE - Excellent, Certified, KEX - Very Good, Declared, KKP - Excellent, Certified, KSL - Excellent, Certified, KTB - Excellent, Certified, KTC - Excellent, Certified, LH - Excellent, n/a, LPN - Excellent, Certified, M - Very Good, Certified, MAKRO - Excellent, Certified, MC - Excellent, Certified, MEGA - Very Good, n/a, MINT - Excellent, Certified, MTC - Excellent, Certified, NETBAY - Very Good, n/a, NRF - Very Good, Declared, OR - Excellent, n/a, ORI - Excellent, Certified, OSP - Excellent, n/a, PLANB -Excellent, Certified, PRINC - Very Good, Certified, PR9 - Excellent, Declared, PSH - Excellent, Certified, PTT - E Excellent, n/a, PTTGC - Excellent, Certified, QH - Excellent, Certified, RAM - n/a, n/a, RBF - Very Good, n/a, RS - Excellent, Declared, RSP -Good, n/a, S - Excellent, n/a, SAK - Very Good, Declared, SAPPE - Very Good, Certified, SAWAD - Very Good, n/a, SCB - Excellent, Certified, SCC - Excellent, Certified, SCGP - Excellent, Declared, SECURE - n/a, n/a, SHR - Excellent, n/a, SIRI - Excellent, Certified, SPA - Very Good, n/a, SPALI - Excellent, Certified, SPRC - Excellent, Certified, SSP - Good, Certified, STEC - Excellent, n/a, SVI - Excellent, Certified, SYNEX -Very Good, Certified, TCAP - Excellent, Certified, THANI - Excellent, Certified, TIDLOR - n/a, Certified TISCO - Excellent, Certified, TKN - Very Good, n/a, TOP - Excellent, Certified, TRUE - Excellent, Certified, TTB - Excellent, Certified, TU - Excellent, Certified, TVO - Excellent, Certified, VGI - Excellent, Certified, WHA - Excellent, Certified, WHART - n/a, n/a, WICE - Excellent, Certified, WORK - Good, n/a.

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,	Definition:			
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Underweight	An Underweight rating means stocks in the sector have, on a market cap-weighted basis, a negative absolute recommendation.			
-				
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Neutral	A Neutral rating means investors should be positioned with a neutral weight in this country relative to benchmark.			
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